

## CONTRACT

**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

And:

**GMMB/Greer Margolis Mitcheli & Burns**  
**1010 Wisconsin Avenue**  
**Suite 800**  
**Washington, DC 20007**

<b>Contract / Revision</b> 546173 /		<b>Alt Order #</b> 07874845
<b>Product</b> HIRSCHBIEL/C/D		
<b>Contract Dates</b> 10/09/12 - 10/15/12		<b>Estimate #</b> 106/113/1220
<b>Advertiser</b> Hirschbiel/D/Stata House		<b>Original Date / Revision</b> 10/05/12 / 10/05/12
<b>Billing Cycle</b> EDM/EDC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Station</b> WTKR	<b>Account Executive</b> Jamie Andrus	<b>Sales Office</b> Washington, D.C.
<b>Special Handling</b>		
<b>Demographic</b> Adults 35+		
<b>IDB#</b> 8020	<b>Advertiser Code</b> 106	<b>Product Code</b> 113
<b>Agency Ref</b>		<b>Advertiser Ref</b>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	10/09/12	10/14/12	NewsChannel 3 News	5-6am		:30			NM	3	\$495.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				3	\$165.00			
2	3	10/09/12	10/14/12	Newschannel 3 News	6-7am		:30			NM	3	\$660.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				3	\$220.00			
3	3	10/09/12	10/14/12	CBS This Morning	7-9a		:30			NM	4	\$560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				4	\$140.00			
4	3	10/09/12	10/14/12	Let's Make A Deal 9am	9-10am		:30			NM	1	\$470.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$470.00			
5	3	10/09/12	10/14/12	Price Is Right	11am-12n		:30			NM	0	\$0.00
6	3	10/09/12	10/14/12	NewsChannel 3 News	12n-1230pm		:30			NM	2	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$210.00			
7	3	10/09/12	10/14/12	CBS Daytime	1228-3pm		:30			NM	2	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$210.00			
8	3	10/09/12	10/14/12	Early Show Saturday	9-11am		:30			NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S-				1	\$70.00			
9	3	10/09/12	10/14/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$470.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S				1	\$470.00			
10	3	10/09/12	10/14/12	Face the Nation	1030-11am		:30			NM	0	\$0.00
11	3	10/09/12	10/14/12	Ellen Degeneres 3pm	3-4pm		:30			NM	2	\$540.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$270.00			
12	3	10/09/12	10/14/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	4	\$1,260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				4	\$315.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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Contract / Revision	Alt Order #
546173 /	07874845

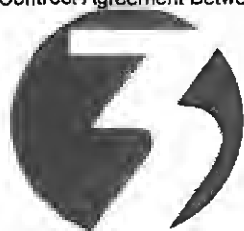
Contract Dates	Product	Estimate #
10/09/12 - 10/15/12	HIRSCHBIEL/C/D	106/113/1220

Advertiser	Original Date / Revision
Hirschbiel/D/State House	10/05/12 / 10/05/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
E 13	3	10/09/12	10/14/12	Newschannel 3 News	5-530pm		:30			NM	2	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$400.00			
E 14	3	10/09/12	10/14/12	Newschannel 3 News	530-6pm		:30			NM	3	\$1,410.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				3	\$470.00			
E 15	3	10/09/12	10/14/12	Newschannel 3 News	6-630pm		:30			NM	2	\$1,180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$590.00			
E 16	3	10/09/12	10/14/12	7-730pm	7-730pm		:30			NM	1	\$485.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$485.00			
E 17	3	10/09/12	10/14/12	M-F 730-8pm	730p-8pm		:30			NM	1	\$485.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$485.00			
D 18	3	10/09/12	10/14/12	Sunday Prime	7-8pm		:30			NM	0	\$0.00
D 19	3	10/15/12	10/15/12	Monday Prime	9-10pm		:30			NM	0	\$0.00
D 20	3	10/09/12	10/14/12	NCIS	8-9pm		:30			NM	0	\$0.00
D 21	3	10/09/12	10/14/12	Wednesday Prime	8-9pm		:30			NM	0	\$0.00
D 22	3	10/09/12	10/14/12	Thursday Prime	8-9pm		:30			NM	0	\$0.00
D 23	3	10/09/12	10/14/12	Thursday Prime	10-11pm		:30			NM	0	\$0.00
E 24	3	10/09/12	10/14/12	Saturday Prime	10-11pm		:30			NM	1	\$455.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S-				1	\$455.00			
E 25	3	10/09/12	10/14/12	Late News (M-F)	11-1135p		:30			NM	2	\$790.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$395.00			
E 26	3	10/09/12	10/14/12	Late News (Sa-Su)	11-1135p		:30			NM	2	\$590.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----SS				2	\$295.00			
E 27	3	10/09/12	10/14/12	Late Night with David Letterman	1135pm-1235am		:30			NM	2	\$330.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				2	\$165.00			
E 28	3	10/09/12	10/14/12	Redskins Coaches Show	1130-12p		:30			NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-----S				1	\$70.00			
D 29	3	10/09/12	10/14/12	NFL Football (Early)	1-4p		:30			NM	0	\$0.00
D 30	3	10/15/12	10/15/12	NewsChannel 3 News	5-6am		:30			NM	0	\$0.00
E 31	3	10/15/12	10/15/12	Newschannel 3 News	6-7am		:30			NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$220.00			
E 32	3	10/15/12	10/15/12	CBS This Morning	7-9a		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$140.00			
D 33	3	10/15/12	10/15/12	Price Is Right	11am-12n		:30			NM	0	\$0.00
E 34	3	10/15/12	10/15/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$210.00			
E 35	3	10/15/12	10/15/12	CBS Daytime	1228-3pm		:30			NM	1	\$210.00

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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$210.00			
E 36	3	10/15/12	10/15/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$270.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$270.00			
E 37	3	10/15/12	10/15/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	1	\$315.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$315.00			
E 38	3	10/15/12	10/15/12	Newschannel 3 News	5-530pm		:30			NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$400.00			
E 39	3	10/15/12	10/15/12	Newschannel 3 News	530-6pm		:30			NM	1	\$470.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$470.00			
E 40	3	10/15/12	10/15/12	Newschannel 3 News	6-630pm		:30			NM	1	\$590.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$590.00			
E 41	3	10/15/12	10/15/12	7-730pm	7-730pm		:30			NM	1	\$485.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$485.00			
D 42	3	10/15/12	10/15/12	M-F 730-8pm	730p-8pm		:30			NM	0	\$0.00
E 43	3	10/15/12	10/15/12	Late Naws (M-F)	11-1135p		:30			NM	1	\$395.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$395.00			
E 44	3	10/15/12	10/15/12	Lata Night with David Letterm	1135pm-1235am		:30			NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$165.00			
V 45	3	10/09/12	10/14/12	Price Is Right	11am-12n		:30			NM	1	\$565.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-TWTF--				1	\$565.00			
V 46	3	10/15/12	10/15/12	Price Is Right	11am-12n		:30			NM	1	\$565.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$565.00			
V 47	3	10/15/12	10/15/12	M-F 730-8pm	730p-8pm		:30			NM	1	\$485.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	M-----				1	\$485.00			
Totals											55	\$17,445.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/15/12	55	\$17,445.00	\$14,828.25
<b>Totals</b>	<b>55</b>	<b>\$17,445.00</b>	<b>\$14,828.25</b>

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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